



File

DEPARTMENT OF THE NAVY
NAVY INTERNATIONAL PROGRAMS OFFICE
NEBRASKA AVENUE COMPLEX
4255 MOUNT VERNON DRIVE, SUITE 17100
WASHINGTON DC 20393-5445

4920
Ser02R/0U020 144
OCT 25 2000

From: Director, Navy International Programs Office

Subj: PRICING ISSUES IN FOREIGN MILITARY SALES CONTRACTS

Encl: (1) Memorandum From the Under Secretary of Defense (Acquisition and Technology)

1. The attached memorandum from the Under Secretary of Defense reinforces the Department's policy that a foreign government price competition, which results in the selection of a U.S. system, is the determining factor for the price to be paid.
2. Request you ensure all cognizant people within your command read the attached memorandum.
3. The Navy IPO point of contact concerning this issue is Mr. J. P. Hoefling (IPO-02R/P) at 202-764-2406, e-mail: Hoefling.John@hq.navy.mil.

J. I. MASLOWSKI

Distribution:

COMNAVSEASYS COM (PMS-380)
COMNAVAIRSYS COM (AIR-1 .4)
CDR MARCORSYS COM (PLU)
COMSPAWARSYS COM (SPA 054)
NETSAFA



THE UNDER SECRETARY OF DEFENSE

3010 DEFENSE PENTAGON
WASHINGTON, DC ~~20301-3010~~

SEP 27 2000

MEMORANDUM FOR **SECRETARIES** OF THE MILITARY **DEPARTMENTS**
ATTN: SERVICE ACQUISITION EXECUTIVES

Subject: Pricing Issues in Foreign Military Sales Contracts

I want to reinforce the Department's policy on the submission of certified cost or pricing data in competitively priced foreign military sales contracts. Last July, the Director of Defense Procurement clarified DoD's requirement for pricing foreign military sales contracts. When foreign governments conduct a competition for a weapon system and a U.S. system is selected, that competition should determine the price to be paid. This is true even if the sale is then processed as a foreign military sale and even if **DoD** is buying the same item sole source. If the contracting officer determines that adequate price competition has occurred, the submission of certified cost or pricing data shall not be required.

This policy was incorporated into the Defense Federal Acquisition Regulation Supplement (**DFARS**) at 225.7303(b). I am attaching copies of the July 13, 1999, memorandum and **DFARS 225.7303(b)**. Please forward this information to those in your organization who deal with foreign military sales in order to ensure they are aware of the Department's policy.

J. S. Gansler

Attachments:
As stated





ACQUISITION AND
TECHNOLOGY

DP/CPF

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON OC 20301-3000

July 13, 1999

MEMORANDUM FOR DIRECTORS OF DEFENSE AGENCIES
DEPUTY FOR ACQUISITION AND BUSINESS MANAGEMENT,
ASN (RD&A)/ABM
DEPUTY ASSISTANT SECRETARY OF AIR FORCE
(CONTRACTING)
DEPUTY ASSISTANT SECRETARY OF THE ARMY (PROCUREMENT)
EXECUTIVE DIRECTOR FOR PROCUREMENT MANAGEMENT
(DLSC/DLA)

subject: Pricing Issues in Foreign Military Sales Contracts

I want to clarify the requirements for pricing foreign military sales (FMS) contracts, including the treatment of offset costs.

In today's global marketplace, there is significant competition for sales of military equipment, with U.S. systems competing against foreign systems and other U.S. systems (for example, F-15 vs. F-16) to meet foreign governments' requirements. In these situations, competitions run by foreign governments should determine the price to be paid. This is true even if the sale to the foreign government is then processed as a foreign military sale and even if DoD is buying the same item sole source. The contracting officer should consult with the foreign government through security assistance personnel to determine whether adequate price competition occurred. If so, this meets the requirement of FAR 15.403-1(b)(1), which states that the submission of certified cost or pricing data shall not be required when the contract price is based on adequate price competition. No further data to support the price should be requested.

In pricing noncompetitive FMS contracts where cost or pricing data is obtained, DFARS 225.7303-2(a) instructs contracting officers to recognize the reasonable and allocable costs of doing business with a foreign government, including offset implementation costs, except when the purchase is financed with funds made available on a nonrepayable basis. In 1995, the language at DFARS 225.7303-2(a)(3) was changed to allow all costs of implementing an offset agreement. There are differences in how this



ATTACHMENT (1)

language is *being* interpreted and implemented. Contracting officers should treat all offset costs **as** allowable **FMS** contract costs. **To** disallow such costs *means* that U.s. companies must absorb offset costs that are required **by** the foreign government as **a** condition of making the sale. It is only **reasonable** that foreign government⁶ that require offsets should bear the costs of those **offsets**.

A handwritten signature in black ink, reading "Eleanor Spector". The signature is written in a cursive, flowing style with a large, sweeping "S" for "Spector".

Eleanor R. Spector
Director. Defense Procurement

225.7303 Pricing • 225.7303 Pricing for FMS.

(a) Price FMS contracts using the same principles as are used in pricing other defense contracts. Application of the pricing principles in FAR Parts 15 and 31 to an FMS contract may result in prices that differ from other defense contract prices for the same item due to the considerations in this section.

(b) If the foreign government has conducted a competition resulting in adequate price competition (see FAR 15.403-1 (b) (1)), the contracting officer must not require the submission of cost or pricing data. The contracting officer should consult with the foreign government through security assistance personnel to determine if adequate price competition has occurred.